

# Shipping

## MANAGEMENT

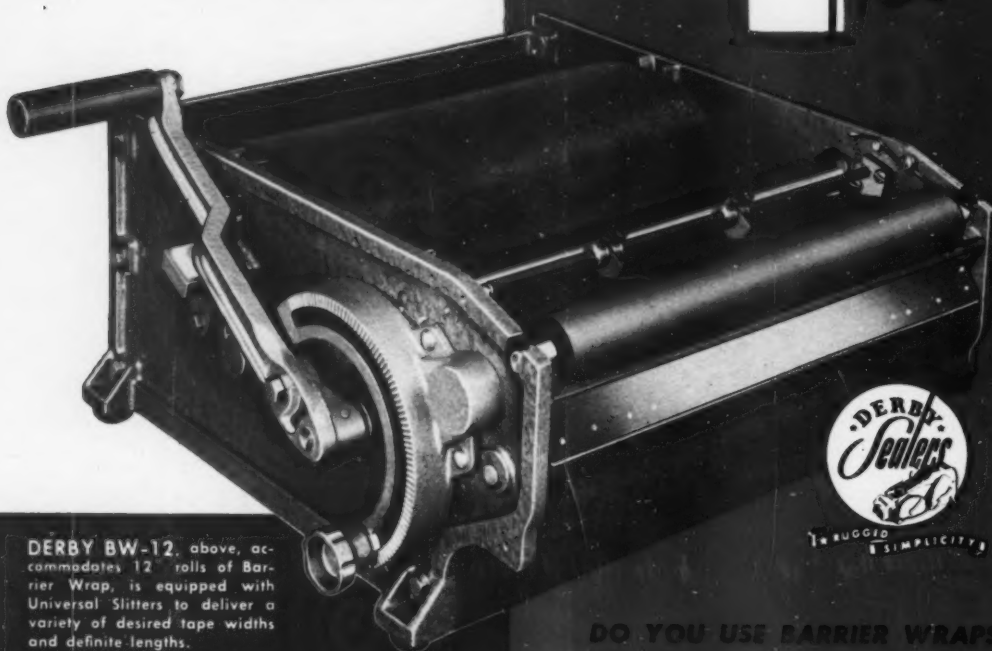
Packing Transport Handling

The cut-away container shown below was awarded First Prize in a recent contest for fibre-board containers. For the complete story of how this container carries the heavy phonograph record machine shown at right turn to page 15.

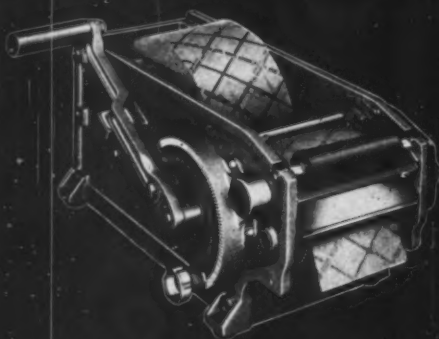


**JUNE 1953**

**ANOTHER DERBY**



**DERBY BW-12**, above, accommodates 12" rolls of Barrier Wrap, is equipped with Universal Slitters to deliver a variety of desired tape widths and definite lengths.



**DERBY BW-4**, above, accommodates 4" rolls of Barrier Wrap, dispensed in pre-determined lengths.

**DO YOU USE BARRIER WRAPS?**

**THEN YOU NEED THE NEW**

**DERBY BW**

**BARRIER WRAP**

**MEASURING DISPENSERS**

**Gives You Your Own Selection of Measured  
Lengths and Widths In One Operation!**

Derby BW dispensers are designed specifically for Barrier Wraps such as Mid States Green Core Raps and Sherman Paper Products V-Line Barrier materials.

While the introduction of Barrier Wraps solved many tough packaging problems, it also presented a slow, messy and expensive handling job. The new Derby BW models, designed specially to dispense Barrier Wraps, eliminate tedious handwork at a tremendous saving of labor, time and material. The Derby BW dispensers are available in sizes to accommodate 4", 6", 8", 12" and 14" rolls. All models may be equipped with Derby universal slitters to convert large rolls into the exact widths and lengths desired in one single operation.

For further information about Derby BW Dispensers write Dept. 5M

**DERBY SEALERS, INC. DERBY, CONNECTICUT**

**the only way  
you can duplicate  
a roll of  
Gilman Gummed Tape  
is to order  
another!**



**ask your paper merchant . . . if he cannot supply you, ask us.**

Gilman Gummed Tape is 100% Gilman made in our own integrated plants, at Gilman, Vermont. Golden Brown, Natural, White, and colors; ribbed or plain, with choice of color printing.

**uniform quality from the beginning of the roll to the end . . .**

Gilman standard gummed tape is of higher quality than many premium tapes . . . the result of constant research, constant testing, constant watchfulness and the determination to make Gilman Gummed Tape still better — if possible!

**"no other closure does so much for so little"**

Strengthens Container  
Makes Neater Package  
Protects Contents  
Keeps out Dirt, Dust, Vermin  
Resists Moisture  
Eliminates Pilfering  
Reduces "Damaged Goods" claims  
Easy to Apply  
Economical to buy.

**GILMAN PAPER COMPANY**

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Daily News Bldg., Chicago 6, Ill.



*for 3 generations—  
the most  
quality-conscious  
producer of gummed tape  
in the industry!*



150,000 efficiency-conscious businessmen agree:

## "IT MAKES SENSE TO USE 'GLUE-FAST'!"

### Here's why:

- 1) Shipping label can become part of business or continuous form set.
- 2) Typing time is saved and errors avoided.
- 3) Ungummed labels can be used, are lower in cost (and avoid the waste of stuck-together labels).
- 4) Integrating labels with billing form saves money.
- 5) When applying labels to different surfaces, the GLUE-FAST way permits selection of adhesive.
- 6) GLUE-FAST permits sectionalization of shipping department, each station with its own inexpensive setup.
- 7) One-hand operation with GLUE-FAST makes for faster production with less fatigue.
- 8) GLUE-FAST needs no maintenance—just an occasional rinse.
- 9) One-man business or gigantic industry, all use GLUE-FAST to advantage.
- 10) GLUE-FAST label gluers are available in 6", 7" and 12" sizes.



**THE AMAZING NEW GLUE-FAST**  
glass and paper liquid glue  
can remain in machine for  
several days without crys-  
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**FREE 10 DAY TRIAL!** Prove GLUE-FAST's advantages at our expense. Attach coupon to company letterhead and mail today.

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**Glue+fast** EQUIPMENT CO., INC.  
9-11 WHITE STREET • NEW YORK 13, N. Y. • WAlker 5-0542

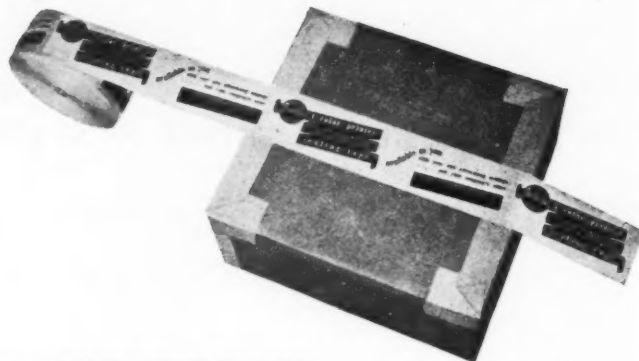


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YOUR CARTONS AND PACKAGES CAN NOW BE COLORFUL ADVERTISING VEHICLES FOR YOU... CARRYING YOUR OWN MESSAGE OR TRADE MARK... AT NO EXTRA COST.

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A REPETITIVE ADVERTISING VEHICLE ADDED TO A NECESSARY SEALING TAPE



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THE STANDARD COLORS ARE YELLOW, RED, BLUE AND BLACK.

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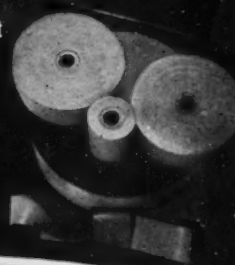
BRANCH OFFICES: PHILADELPHIA • PITTSBURGH • CHICAGO • BUFFALO • BOSTON • HAVANA

SHIPPING MANAGEMENT, JUNE, 1953

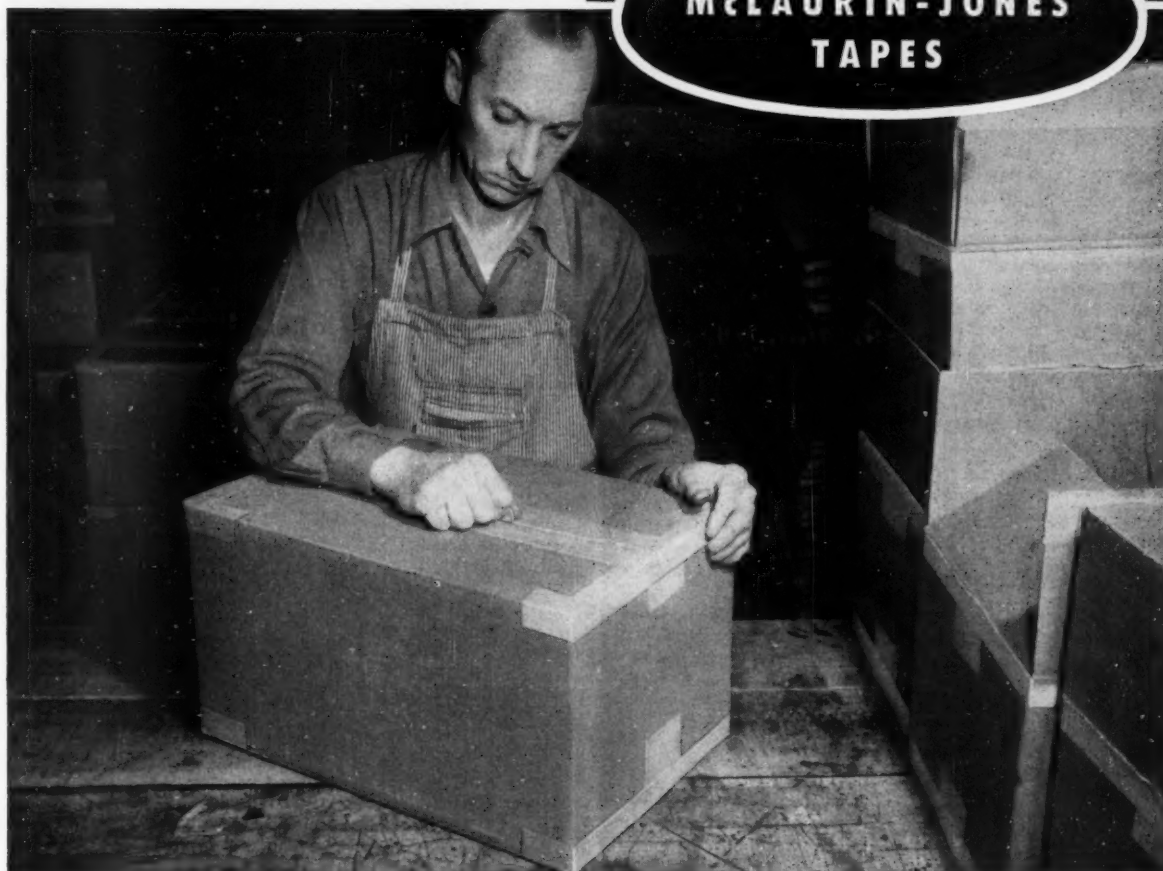


**Only  
Tape reinforces  
as it seals...  
yet opens readily!**

- Reinforces container
- Dust-tight, moisture-resistant
- Easy to apply and open
- Protects against pilfering
- Printed tape advertises
- Economical



**McLAURIN-JONES  
TAPES**



**FOUR "TOUGHIES" IN THE FAMOUS McLAURIN-JONES  
TAPE FAMILY:**

**BLUE STAR  
SEALING TAPES**

Comet Super      Sunrise Standard

**TANGLEFOOT  
SEALING TAPES**

Super Standard      Standard

**SOLSEAL  
WATERPROOF TAPE**

... meets specs. JAN-P-128  
and UU-T-116 b

**GLASKRAFT TAPE**

... strongest of them all

**ALL AVAILABLE plain, colored, or imprinted**

When you apply a piece of tough tape, it becomes part of the carton. Tape reinforces corners and joints, makes a good carton a better package.

You don't need special tools to open tape-sealed cartons ... they open readily. Yet printed tape makes pilfering virtually impossible without instant detection.

Reduce pilferage and damaged merchandise the economical way. Switch to tape and save! And make sure you specify McLaurin-Jones ... leaders in tape for over half a century.

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Headquarters: Brookfield, Massachusetts.  
Mills: Brookfield & Ware, Mass.

Offices: New York • Chicago • Cincinnati • Los Angeles  
Grand Rapids, Mich. • Homer, La.

**McLAURIN-JONES TAPES**

**MEN — METHODS — MATERIALS**

# FREE LITERATURE

Each numbered paragraph below describes practical, illustrated literature about the newest developments in shipping room supplies, devices and equipment . . . important data every alert, progressive shipping manager should keep filed and available for instant reference. It will pay you to read each item carefully, select those that help with your particular shipping problems. Then all you need to do is check and mail the coupon. Shipping Management will see that the material is forwarded with no obligation on your part.



**TRAFFIC MANAGEMENT TEXT** . . . At last, an authentic text-book for traffic managers, shipping managers and those on the way up in their traffic and shipping departments. This complete text is the last word on what there is to know about the field right down to the Spring of 1953. Full-sized, hard-cover, cloth bound, \$6.00 per copy. Send check or money order with number check. No. 1.

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**CONTAINERS** . . . scientifically designed, for **YOUR** product. Maximum protection—economy in weight and space. Consult us **FREE** on your specific problems anytime. **FREE** Details. Check 4.

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**FREE ADVERTISING** . . . can accompany your every package now by using this four color printed gummed kraft sealing tape. A 25 bundle order gives 28½ miles of sealing tape colorfully printed to your specifications. Complete details, **FREE**, check 6.

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**POWER CONVEYOR** . . . much cheaper to maintain and operate than an elevator from floor-to-floor, also wheel & roller gravity conveyors. **CATALOG, FREE**, check 10.

**WHILE YOUR TAPING** . . . why not take advantage of the advertising and pilferage protection benefits of printed gummed tape? 12 reasons why it is superior, told **FREE** if you check 11.

**COMPLETE FOLDER** . . . Yours **FREE**, covers light and heavy-duty sealing machines, tacky tape dispensers, gummed tape printers, label and envelope moisteners, attachments and accessories — for shipping room and factory. Check 12.

**GUMMED TAPE** . . . Everything you'll ever want to know about the types, sizes, uses and virtues of gummed tape, in **FREE FOLDERS, BOOKLETS AND SAMPLES**, check 13.

**BARRIER WRAP DISPENSERS** . . . This brand new machine is an essential in your shipping room if you use barrier wrap. It gives you your own selection of measured lengths and widths of barrier wrap in one operation. For details from Dept. SM, check 14.

## SHIPPING MANAGEMENT

425 Fourth Ave., New York 16, N. Y.

6/53

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**TAPE DISPENSER BULLETIN . . .** Details about tape dispensers for every conceivable packing operation, with or without special attachments, in this bulletin. **YOURS FREE** if you check 15.

**PARCEL POST SCALE . . .** Simply press the zone key. One figure shows the exact postage. Descriptive bulletins **FREE**, if you check 16.

**SEAL 'EM STRONGER . . .** in  $\frac{1}{2}$  less time, with this "reptilian" special tape. 20 yard test sample, **YOURS, FREE**, and details of how tests were made if you check 17.

**ANY NUMBER . . .** you dial gives you the right number of inches . . . your gummed tape cut exactly to your "telephone measurement". This new way of "dialing" your gummed tape will save your company money and pay for itself in a short time. Details, check Number 18.

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**FAST TAGGING . . .** of your shipments, and quick attachment of linings to shipping crates with this remarkable, fast working one-hand tacker. **FREE BOOK-LET** with the whole story. Check 20.

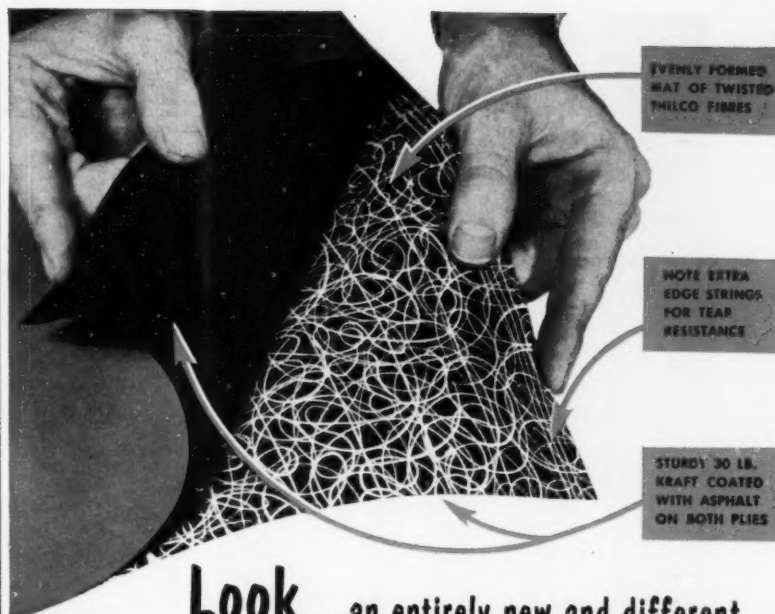
**CODED GUMMED TAPE . . .** You can print or code your gummed tape simply by adding this piece of type printing equipment to your present machine. Changeable type units allow for quick change of copy in a matter of seconds. Prints clear and clean, printed with instant drying ink that won't smudge. Full particulars **FREE** if you check No. 21.

**PACKING PADS . . .** engineered to your needs. Results guaranteed. All lengths to 160 inches. Seven standard thickness. For address of nearest office, **DETAILS FREE**. Check 22.

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**ANSWERED: YOUR SHIPPING PROBLEMS . . .** by the 1953 Better Shipping Manual. Latest, up-to-date information on every phase of the field, plus complete directory of every type of shipping, packing or shipping room product. **FREE, 10 DAY EXAMINATION** offer, Check 24.

**MARKING CARTONS . . .** is done in bold or fine lines with ease with these two felt-tipped markers. Used with instant drying waterproof non-smudging inks. In two convenient sizes. Info, check 25.



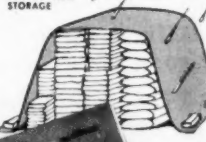
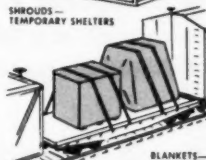
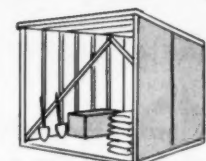
**Look . . .** an entirely new and different  
Thilco fibre-reinforced waterproof protective paper —

## THILCO type **MR Wrap-DRI**

**Meets every requirement for tough durable protection against moisture!**

- TOUGH AND STRONG
- PUNCTURE RESISTANT
- EXCELLENT M. V. T. PROTECTION
- PLIABLE . . . EASY TO HANDLE
- COMPETITIVELY PRICED

For out of the ordinary uses you'll want *all* the extra protective advantages of type MR Wrap-Dri. Here's tough, durable Kraft with Thilco fibre reinforcing formed into a continuous mat to provide *all-directional* strength with superior puncture resistance — Thilco's exclusive method of fibre application insures over-all evenness and coverage — free from voids that "hole-thru". Double asphalt coating of both kraft plies completely envelops the mat and eliminates all danger of moisture "wicking" so often found in ordinary single-asphalt film. Permanent bonding completes its excellent M. V. T. resistance. MR Wrap-Dri also remains pliable for easy handling and forming to packages of irregular shape. Available in standard grades or "tailor-made" to your requirements in special finishes and asphalt blends. Write for brochure describing the sensational new, economical waterproof wrapper today.



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THILMANY PULP & PAPER COMPANY  
KAUKAUNA, WISCONSIN



## YOU HAVE DEFENSE CONTRACTS—



## —WE CAN FURNISH YOUR SHIPPING CONTAINERS

You can be sure that SUPERSTRONG boxes and crates will fully comply with Government packaging specifications. Our facilities and equipment, our nearly a century of experience, our control and supply of raw materials, are your assurance of obtaining containers manufactured in accordance with the following Government specifications —



WIREBOUND BOXES and CRATES  
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STARCH TRAYS . . . PALLETS

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| NN-B-621b   | Wood Domestic                   |
| NN-B-631c   | Wirebound Domestic              |
| NN-B-601b   | Cleated Plywood-Domestic        |
| JAN-P-105A  | Cleated Plywood-Export          |
| LLL-B-631c  | Fibre Corrugated-Domestic       |
| NN-B-591a   | Fiberboard, Wood, Cleated       |
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with **MARSH STENCILS**

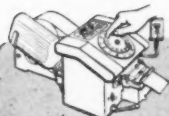


**Increase shipping capacity,  
serve customers better . . .**

Speed of operation in your shipping room prevents bottlenecks, saves you money. To guarantee it, use a MARSH Stencil Machine. Permanent, most readable addressing at low cost, *no* trouble. MARSH exclusive features include the Word Space Button, Sealed-In Lubrication, Hardened Dies and Quick-Replaceable Punches. Hand operated or electric machines. You can try a MARSH Stencil Machine in your own plant without obligation. Write today.

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case history



**"Blue Ribbon Tape  
cut our cost 12½%"**

**...says Shelby Dinettes, Inc.**

"Since we started using Blue Ribbon Tape" writes S. B. Shelby, President of Shelby Dinettes, Inc., "we have cut our taping cost approximately 12½%. We find that Blue Ribbon's sticking ability helps a lot on sealing our large corrugated boxes."

Shelby Dinettes, like many other well known manufacturers, quickly discovered that Blue Ribbon Superstandard Gummed Tape moistens faster ... forms a stronger permanent bond with one firm sweep of the hand ... strengthens the carton at the same time it seals out dust and moisture.

Send for booklet showing how you can save money in your shipping room with this stronger time and waste-saving superstandard tape.

**Blue Ribbon**  
SUPERSTANDARD GUMMED TAPE

A product of **HUDSON PULP & PAPER CORP.**

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**HUDSON PULP & PAPER CORP.**

Dept. 39, 505 Park Ave., New York 22, N.Y.

Send me without obligation my copy of your helpful booklet, "How to cut costs in your shipping room."

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COMPANY \_\_\_\_\_

ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_ STATE \_\_\_\_\_

**Did you know?**

**Only Gummed Tape  
makes cartons  
so simple to open!**

Gummed Tape combines two important safety features for shippers: (1) it gives positive protection to your shipments en route, yet (2) it is simple to open when your shipments safely arrive. Even though Gummed Tape grips like a bulldog, a sharp blade is all your customer needs to open the cartons. He doesn't risk injury to his hands or his newly acquired merchandise in opening the cartons.

Thus Gummed Tape assures both safer transit and safer unpacking. More than ever it pays to seal with Gummed Tape...the only form of closure that does so much for so little.

## Traffic Managers and Shipping Executives

**Here Are the Answers  
To Your Shipping  
and Traffic Problems!**

**1953**

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BETTER SHIPPING MANUAL contains information and data on hundreds of subjects that crop up daily. The articles on Military Packing are up-to-the-minute and invaluable to every industrial shipping department executive.

Subjects covered include the following:

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6-53



## Packing

### A Punch... By S. H.

**R**OBERT Gair Company has issued a beautifully illustrated 56 page book called "Gair Today", which tells a great deal about the manifold operations of "A Big Company In A Very Large Industry". Incidentally, in the telling, there is recorded a great deal of the story of the huge size of the paperboard industry, the many valuable products it produces, their volume and value in the present market. Unfortunately distribution of the new book is limited at the present time. However, "Shipping Management" is privileged to present below some excerpts from the first chapter of this timely book, and will follow next month with the presentation of an entire section on "The Making Of Shipping Containers".

It's just a box, a paper box which cookies come in, or cigarettes or breakfast cereal. Sometimes it is very big, to protect a TV set or a new mattress. Sometimes it is a tiny box to hold razor blades. You look at it without really seeing it. You want what's inside. So you open it. Instead of throwing it away, hold it in your hand a moment. That box is a wonderful thing. It has touched your life, all American life, in a powerful way.

Folding cartons like the cookie package you hold have completely changed American housekeeping in the past 50 years. The entire process of distribution, of getting goods from the factories which made them to the people who want them, has been altered by the mass manufacture of paperboard folding cartons and corrugated shipping containers.

... in 1951, the American people were using more than 300,000,000 paperboard containers of one sort or another every day, for packaging and protecting a tremendous variety of goods and products. Some 253 mills were at work producing 13 million tons of paperboard each year, with an all-inclusive value of 1.7 billions of dollars. The container industry took 70 per cent of this and converted it into corrugated shipping containers, folding and set-up cartons, with a combined value of nearly 2 billion dollars.

There seems to be no limit to the services which folding cartons, set-up boxes and shipping containers can perform for American industry. An astonishing variety of articles formerly packed in tin and wood or crated in lumber now travel with paperboard protection. A great surge of development

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JUNE 1953

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**GAIR SHIPPING CONTAINER SERVICE ALWAYS**

**COMES THROUGH WITH FLYING COLORS**

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PORTLAND, CONN.

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SYRACUSE, N. Y.

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## SHIPPING CONTAINER PLANT LOCATIONS

For many years GAIR NEIGHBORHOOD PLANTS have extended close cooperation and collaboration with manufacturers whose famous products are shipped to market with the protection of Gair Corrugated and Solid Fibre Shipping Containers.

The many GAIR NEIGHBORHOOD PLANTS were established and located to provide the utmost in service to nearby busy manufacturers.

Yes, they provide the shipping containers you want at the time you want them!

## TECHNICAL SERVICE

GAIR NEIGHBORHOOD PLANTS are part of an organization replete with top-flight packaging experts who have the technical know-how to help you in creating the most efficient and the most protective shipping container for your merchandise.

It is a pleasure to invite you to make use of the skill and experience of our technical staff.

Yes! Gair Shipping Containers always come through with flying colors from every one of the many GAIR NEIGHBORHOOD PLANTS.



**GAIR**

PAPERBOARD  
FOLDING CARTONS  
SHIPPING CONTAINERS

ESTABLISHED 1864

ROBERT GAIR COMPANY, INC. • 155 EAST 44TH STREET • NEW YORK • TORONTO

# Shipping MANAGEMENT

FOR SHIPPING AND TRAFFIC EXECUTIVES

425 FOURTH AVENUE, NEW YORK 16, N. Y.

JUNE, 1953  
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## More Than 25,000 Jam 5th Materials Handling Show



**O**VER 25,000 VISITORS from all over the United States and 40 other countries including Canada, England, Mexico, Venezuela, Chile and Australia, representing all phases of the material handling industry—manufacturers, users and educators—jammed the 5th National Material Handling Exposition, sponsored by the Material Handling Institute in Philadelphia in May to examine the new tools and methods of modern material handling. Equipment valued at \$10,000,000 displayed in 341 “working” exhibits with a minimum of cheesecake and hoopla provided the manufacturers, as well as prospective purchasers, with new ideas in this fastest growing industry.

Executives of exhibiting companies were unanimous in expressing satisfaction with the results. Howard M. Palmer, President of Material Handling Institute, sponsors of the show, and General Sales Manager of Lewis-Shephard Products Co., said that the visitors were of very high calibre—company presidents, vice presidents, purchasing agents, chief engineers and plant engineers. It was Mr. Palmer's opinion that the visitors brought to the show an excellent understanding of material handling science which was not true of previous Expositions.

### Much New Equipment

Scanning the thousands of machines to determine

### Registration Scene . . . .

new trends, visitors found many exhibits offering the following:

Lift trucks built with greater visibility to permit operators to move loads more quickly and more safely.

Greater maneuverability of trucks to permit their use in old warehouses and plants where narrow aisles are the rule.

Greater emphasis on conveyors, particularly portable types for use in loading box cars and trucks.

More adaptability for conveyors by newer types of belts, including one exhibitor who is showing a belt which works by magnetism.

Doors which permit swift movement of materials and trucks through them.

### “Intermediate Packaging”

At the technical sessions, considerable interest centered around a new phrase, “intermediate packaging,” designed to overcome recent trends toward shipment in big containers. In the meeting presided over by R. C. Mottu, supervisor of stores, Koppers Co., Inc., Baltimore speakers pointed out that it is uneconomical to package and ship goods in small quantities and that





Left: Everything from huge derricks to tiny scales were shown at the Materials Handling Show, probably the heaviest in total weight of equipment shown of any show in the world today. Massed crowds seen in the distance were typical day and night.

standardization in large quantities is more economical for both large and small users.

However, it was pointed out, that the smaller distributor or retailer needs an intermediate, or smaller package within the larger container to make his own handling of goods economical.

#### Expendable Vs. Permanent Pallets

Other speakers stressed the need for more easily maintained pallets, the small wooden or metal platforms which unify a load to be lifted by a fork truck. Increasing costs of repairs for these pallets are making it necessary to turn to expendable pallets, of paper or plywood, it was said.

On the floor of the show, many exhibitors were showing pallets which had low maintenance features. These included pallets which used clinched sides, instead of exposed nails and removable boards which could be replaced with little labor.

#### AMHS Gains

The American Materials Handling Society, international organization of material handling engineers, reported receiving over 1,000 applications for membership. The annual banquet of AMHS held during the show-week was a sell-out. The new National Officers of AMHS were announced.

George A. Smith President  
(IBM, Endicott, New York)

Samuel Isaacs Vice President  
(Sylvania Electric Products Co., Buffalo, N. Y.)

Douglas J. Gillespie Secretary  
(Northern Electric Co., Montreal Canada)

Albert Sanders Treasurer  
(E. W. Bliss Co., Toledo, Ohio)

The Exposition was not merely a collection of fork-lift trucks although exhibits were the largest in the Show. All segments of the industry were represented—conveyors, wire rope, motors, storage batteries, containers—everything required to package, move, lift, mark, store and ship. In addition, 14 publications in the material handling field had booths.

The week-long concentration on material handling began on Sunday, May 17, before the Exposition

opened, with a teacher's seminar attended by 21 professors of material handling from 18 colleges, sponsored by the College Industry Committee for Material Handling Education, to discuss the problem of doing a better job of teaching material handling.

#### Truck Loading Time Slashed Almost 90% By Modern Handling Methods

**T**RUCK LOADING in 20 minutes instead of 150—that's the achievement the Columbia Metal Stamping company, Cleveland, credits to mechanized, palletized materials handling methods adopted in 1951.

Installation of a drop-bottom box system in the manufacturing process also effected a 15 per cent increase in plant production, according to Ambrose E. Koch, Columbia's president.



Photo & Data Courtesy Automatic Transportation Co.

By using expendable pallet boxes and hand-power truck, Columbia Metal Stamping company, Cleveland, has cut its truck loading time from an average of two and one-half hours to 20 minutes per truck. Here, the electric industrial truck speeds handling of pallet boxes from "washing machine" to shipping department, and then loads boxes directly into waiting trucks.

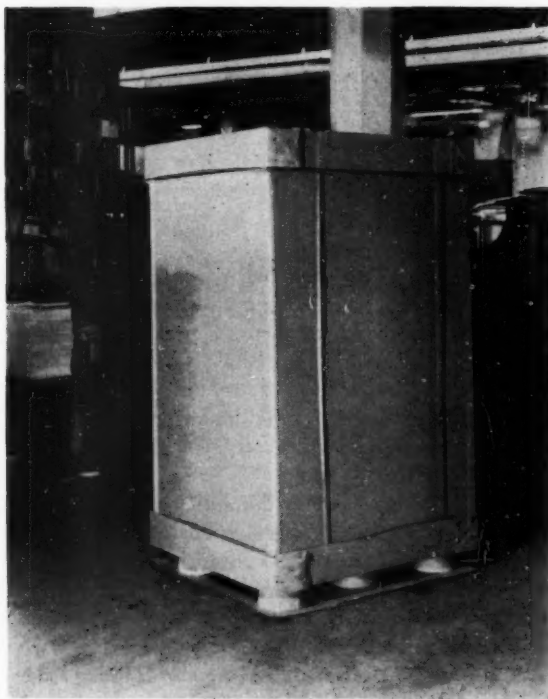
The 48-year-old company fabricates metal automotive stampings and sells almost exclusively to suppliers of the automotive industry. Equipment in the 53,000-square foot plant includes 36 punch presses ranging from 15 to 350 tons. Approximately 35,000 square feet is devoted to manufacturing operations, with the

(Continued on Page 26)

# 600 Pound "Juke Box" Is Now Packed In Paperboard

## ON OUR COVER

Credit goes to the Robert Gair Company, Inc. for our June cover which has made it possible to introduce lovely movie star singer Rosemary Clooney to our readers. Although Miss Clooney is not herself part of this prize-winning package, what the fibreboard container contains is of utmost importance to her. For the Wurlitzer coin-operated photograph, so ingeniously packaged in the container shown on the cover and on this page, is the key to



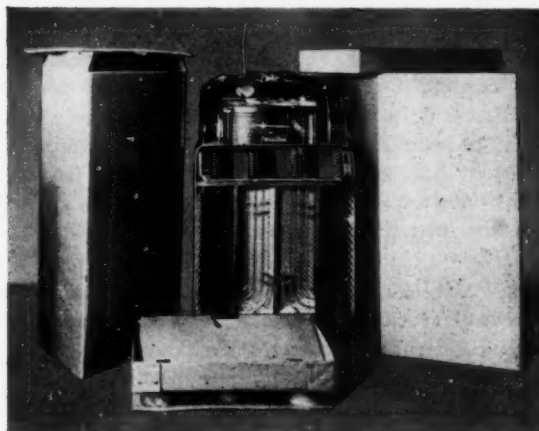
The palletized unit load which won First Prize in the Palletized and Unitized Loads Class of the first annual Fibre Box Association Competition, is shown at left as it looks

much of La Clooney's popularity. The records played on these machines have brought Rosemary much of her present fame.

As though this were not enough of glamour the package itself has an unusual history. It won First Prize in the Palletized and Unitized Loads Class of the first annual Fibre Box Association Box Competition. The specially designed box combines a more economical packaging of the phonograph with fine cushioning and protective qualities. It has die-cut sheets, taped tubes, telescope covers and Addison-Semmes pallet legs.

**WOULD YOU DARE** to ship a piano in paperboard? The Rudolph Wurlitzer Company does practically that in successfully shipping a musical instrument, equal in weight and value to a piano, in a seven-piece corrugated container. Wurlitzer is able both to ship

*(Continued on Page 27)*



ready for shipping, and at right with the components surrounding the automatic phonograph machine.

**D. R. Dominie's**

## **"LISTEN, Mr. Traffic Manager."**



**S**OME TIME DURING EACH YEAR, the carriers get together and declare a period which they call as prevention of loss and damage month. We have stated in the past that as far as traffic management is concerned the advertising and all of the hullabaloo which goes along with this particular campaign is not only completely misdirected, but definitely ineffective. Like so many of the weeks which are set aside, no one in particular pays much attention to what is going on, nor do they look into their own operation to see if something could be done to protect and to cut down on these particular phrases. There is no question but that loss and damage is a major problem to all carriers. The insurance companies in particular are affected by this, which in turn ultimately reflects in a difference in rate making procedures.

### **Solution Is Rarely Forthcoming**

Occasional loss or damage rarely gets the attention of a traffic manager insofar as a solution is concerned. A carrier, too, pays little attention to an occasional loss or damage claim, chalking it up to just one of those things. We have had a taste of this and have found that carriers themselves often pay very little attention to the circumstances surrounding a particular loss or damage suit. However, if there is continued loss, damage, or pilferage, some concerns will step in and discuss the problem with the traffic manager which results in benefits to both. Unfortunately, the carriers give too little attention to these loss and damage claims, unless, as we have stated before, they are of such size that they result in substantial loss to the carrier.

The Association of American Railroads and the American Trucking Associations spend considerable money each year in an attempt to educate both the carriers and the shippers in the proper handling methods and ways to prepare freight for safe transportation. Despite this, millions of dollars (and we would estimate that this year it will approximate over a billion dollars) are paid in claims by the railroads alone. We

also predict that over a billion dollars will be paid by the truckers in claims.

Despite the fact that a shipper may eventually collect the amount of his damages, the very fact that he has to enter a claim consumes considerable monetarily valuable time as well as the inconvenience caused to the receiver of the material, particularly if the material is desperately needed. A traffic manager should not sit back and accept the fact that he will have loss and

*(Continued on Page 25)*

## **A Thorough-Going Text In Traffic Management**

**Right: Leslie A. Bryan. Mr. Bryan is professor of Management and Director of the Institute of Aviation, University of Illinois.**



**TRAFFIC MANAGEMENT IN INDUSTRY,** by Leslie A. Bryan.

**WHAT DOES** this highly authoritative text-book offer the individual traffic or shipping executive?

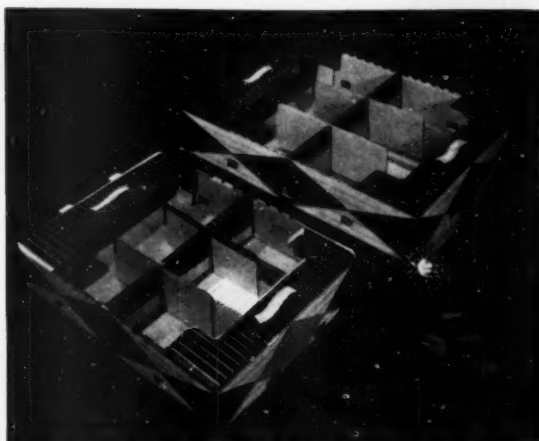
Nobody in traffic, packing and shipping can complete a study of this book without enhancing his knowledge of this rich and complex field, and getting a clear idea of how to set about solving its problems. The author, professor of Management and Director of the Institute of Aviation, University of Illinois, examines exhaustively every phase of the traffic problem, from the definition of a traffic manager's duties and the functions of the various departments under him, to a description of the various kinds of transportation and the financial and legal problems presented by tariff schedules and ICC regulations.

There is also a useful chapter on materials handling, a rich glossary of terms, suggestions for further reading to accompany each chapter, a general traffic library of basic books and publications (including *Shipping Management*), and a useful reprinting of the examination in "Principles of Traffic Management" given by the American Society of Traffic and Transportation, Inc.

The book richly justifies the author's claim of "the importance of the well-trained traffic manager to the smooth and efficient functioning of industry", and, without specific argument, demonstrates the usefulness of organized traffic study in colleges and business schools, and refresher courses for traffic experts who have mastered their work "on the job" without academic theory.

Professor Bryan presents the claims of each type of  
*(Continued on Page 28)*





An Honorable Mention Prize in the Fresh Fruit and Vegetable Outer Shipping Container Class went to a container for berries, manufactured by the Twin Cities Container Corp. This shipping container is easy to set up and doubles as and attractive display package.



An Honorable Mention Prize in the Textiles and Wearing Apparel Container Class went to an electric blanket container, manufactured by The Ohio Boxboard Company, for the Tropic-Aire Division of McGraw Electric Company. This drawer-type electric blanket box has excellent reuse value for the housewife as a storage container for blankets and linens.

## 72 Awards Granted In First Fibre Box Competition

14 Winners Pictured on Pages 18 & 19

**SEVENTY-TWO AWARDS** in seventeen different classifications were given to the winners of the first annual Fibre Box competition, sponsored by the Fibre Box Association. Announcement of award winners was made at the Spring Meeting of the Fibre Box Association at the Edgewater Hotel. First, Second and Honorable Mention certificates of award were given to the manufacturers submitting the winning entries. Duplicate certificates were awarded to the companies for whom the containers and packaging were made.

Judging by a board of five judges was based on the potential volume of the container, technical superiority of construction, ingenuity of design, and suitability of the container for the product.

Two hundred seventy-one entries reflecting the very latest advance in design, construction and low cost packaging were submitted by fibre box manufacturers throughout the United States in this competition sponsored by the Fibre Box Association to stimulate the development of uses for fibreboard in new fields, to further its use in established fields, and to give recognition to individual companies in the Association for developing new uses for fibreboard and for making improvements in their products.

The Robert Gair Company, Inc. won three first prizes in this first annual box competition, while

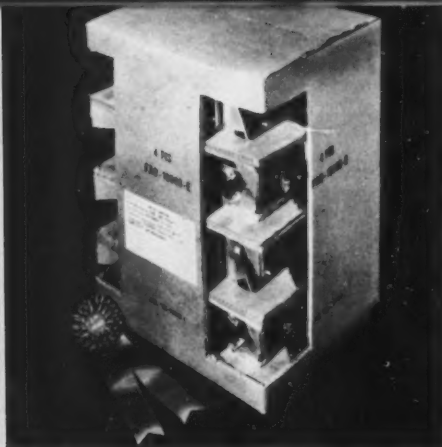
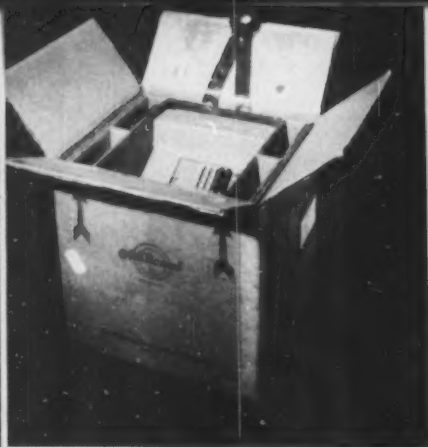
Kieckhefer Container Company—The Eddy Paper Corp., Waldorf Paper Products Company, International Paper Company and the Inland Container Corp. won two first prizes. Single first prize awards went to Interstate Container Corp., Ft. Wayne Corrugated Paper Company, The Mengel Company, National Container Corp., Downing Box Company and Stone Container Corporation.

Kieckhefer—Eddy won the distinction of having nine of its entries win prizes. It won two first prizes, four second prizes and three honorable mentions. International Paper Company, National Container Corp., and Robert Gair Co., Inc. followed closely behind with seven awards each.

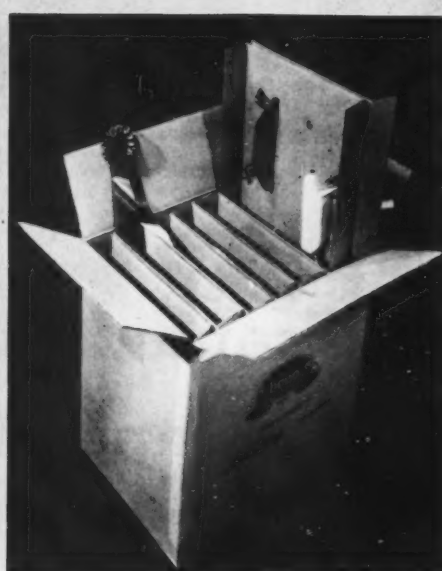
The Fibre Box Association was organized in 1940 as a general service organization serving corrugated and solid fibre box manufacturers. Among its many functions, the Fibre Box Association promotes the general welfare of solid fibre and corrugated manufacturers, promotes and develops the market for corrugated and solid fibreboard, cooperates in maintaining a high standard of quality in the products of box manufacturers, collects and disseminates statistical data, and cooperates with transportation committees in maintaining equitable traffic regulations. Today the Fibre

(Continued on Page 28)

# Fibre Award



Top, L: An Honorable Mention Prize in the Appliance Containers (8 cubic feet and under) Class went to a container for a cash register, manufactured by Ft. Wayne Corrugated Paper Co., for National Cash Register Co. It has low initial cost and provides greater safety to the machines and the men handling them. It is easily packed, has a low grade tare weight and requires less storage space. Inner packing includes liners, pads and creased and slotted sheets.



Top, R: Second Prize in the Miscellaneous Containers Class went to a container for four auto radios, manufactured by Bullafo Corrugated Container Co., for Sylvania Electric Products, Inc. This regular slotted container has die-cut pads and slotted partition supports. It combines the advantages of low cost and simplicity of packaging with good shipping qualities.



Center, L: Second Prize in the Furniture and House Furnishings Container Class went to a container for transfer or storage of dishes, lamps, and other housewares, manufactured by National Container Corp. This hexagonal drum container has die-cut hexagonal caps. The body of the drum comes stitched for immediate assembly. Either end of the drum may be used as the top, and a third cap may be inserted in the center of the drum to provide added protection.

Center, R: An Honorable Mention Prize in the Inner Packing and Inner Container Class went to an innerpacking for a plastic spinning wheel planter. It was manufactured by Industrial Container and Paper Corp., for Bernard Edward Company, Chicago, Illinois. The extreme fragility and complex shape of the plastic spinning wheel planter necessitated a design that would assure complete support and protection. The simplicity of design assures rapid assembly line packing and safe shipping.

Above, L: Second Prize in the Textiles and Wearing Apparel Container Class went to a shipper for clothes on hangers, manufactured by Inland Container Corp., Indianapolis, Indiana. The container is designed for use in storage or transportation. The hanger assembly attached to wood-cleated panels permits hanging clothes in closet-like conditions and provides great strength for safe transportation and storage.

Above, R: Second Prize in the Inner Packing and Inner Containers Class went to an inner packing for a metal kitchen cabinet, manufactured by Industrial Container & Paper Corp., for Harrison Sheet Steel Company. This one piece die-cut inner packing provides a design which gives the kitchen cabinet  $\frac{3}{4}$ " protection on sides, top and bottom. Four die-cut corner-cut pads provide added cushioning. The pads are paraffined on one side to protect the finish of the cabinet and to eliminate the use of wrapping paper.

Article And

See

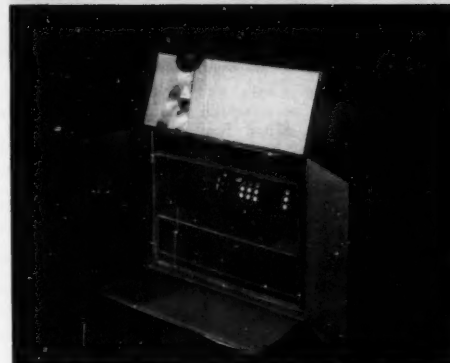
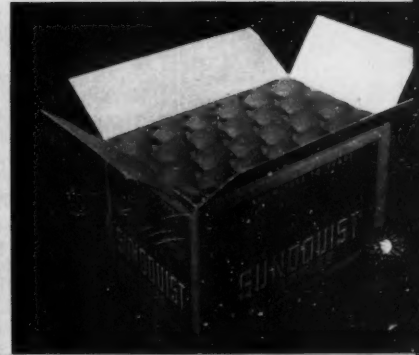
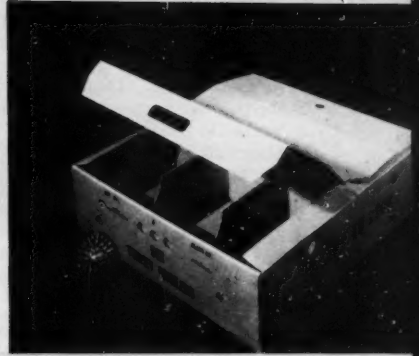
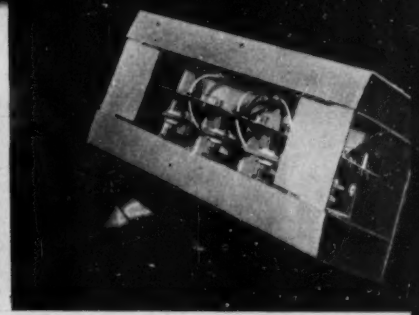
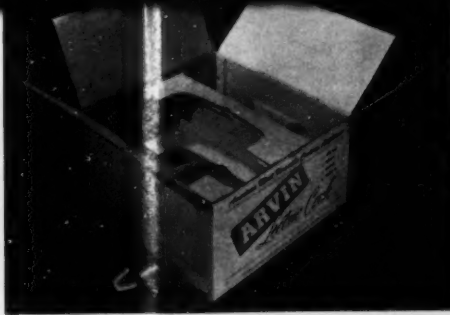
# Box Winners!

Top, L: First Prize in the Appliance Containers (8 cubic feet and under) Class went to a container for a cooker, manufactured by Inland Containers Corp., for Arvin Industries, Inc. This box has four die-cut sheets for inner packing, allowing the cooker to be "floated" in the package. This protects the vulnerable plastic legs and lid opener which were formerly damaged frequently.

Top R: First Prize in the Inner Packing and Inner Containers Class went to an inner packing for a flyback transformer. It was manufactured by the Robert Gair Company, Inc., for the Rohn Company, Inc. This inner packing provides complete protection for the flyback transformer by holding its base while allowing the remainder of the assembly to float.

2nd. Row, L: Second Prize in the Palletized and Unitized Loads Class went to the knocked down shipping containers made by the Kieckhefer Container Company—The Eddy Paper Corp., for its own use. This is an inexpensive unit using rejected or scrap materials for top and bottom binders and strap protectors. It eliminates the need for costly pallets.

2nd Row, R: First Prize in the Meat and Poultry Container Class went to a shipping container for frozen turkeys, manufactured by Waldorf Paper Products Co., and distributed by Minnesota Filler Company, Minneapolis, Minn. This six compartment shipping container has two fixed fillers and a center divider to provide stacking strength and to prevent shifting of the turkeys. It requires no tape or stitching to close and the top may be folded back for ventilation during the freezing process.



Egg Case, above: Second Prize in the Meat and Poultry Container Class of the first annual Fibre Box Association Box Competition went to an egg case, manufactured by International Paper Co. It has handholes and a reinforced bottom. Unusually high stacking strength is achieved through the use of multiple right angles and vertical corrugations. Breaking of the eggs is reduced by double fixed partitions and cushioned ends.

Apple Container, above: An Honorable Mention Prize in the Fresh Fruit and Vegetable Outer Shipping Container Class went to an apple container, manufactured by Kieckhefer Container Company—The Eddy Paper Corp. Designed to replace wooden crates, this container is easily identified and is light in weight, thus reducing freight and handling costs. It also features controlled sealing of its top flaps to permit easy access for inspection at markets and terminals.

Bottom, L: Ft. Wayne Corrugated Paper Company, Ft. Wayne, Indiana, won a second Honorable Mention Prize in the Appliance Containers (8 cubic feet and under) Class with a container for a cash register, made for the National Cash Register Co.

Bottom, R: First Prize in the Furniture and House Furnishing Container Class went to an end table container, manufactured by Robert Gair Company, for Ming Modern Table Manufacturing Company. The case with which the end table can be packed is the principal feature of this First Prize winner. Ingenuity of design provides excellent protection for the table and the interior parts are very conveniently placed.

More Photos

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GOVERNMENT

PERSONALITIES

# ★ NEWS REVIEW ★

A digest of recent activities in the  
packing and shipping field

ASSOCIATIONS

COMPANIES

## A. M. UNDERHILL JOINS STAFF OF QUEENS CITY TULATEX CORP.

A. M. Underhill has joined the staff of Queen City Tulatex Corporation in Burlington, Vermont in the capacity of Technical Director. In this capacity Mr. Underhill will be in complete charge of the firm's laboratory and developments, especially in the packaging field.

Mr. Underhill is well-known in the field, having a broad background in packaging, especially in cushioning and allied subjects. In addition to his other duties he will be available as a consultant and adviser to people in the trade, served by the company.

## FURNITURE TRUCKING SEMINAR HELD AT PURDUE IN MAY

A furniture trucking traffic seminar, sponsored by the National Association of Furniture Manufacturers and the National Furniture Traffic Conference discussed many items of importance in the packing and shipping of furniture at Purdue University in May.

Among the interesting talks given were:

"Motor Freight Classification and Rate Determination" By R. F. Bohman.

"Shipping Furniture Unpacked By Motor Truck" By Paul Leach, Traffic Manager, Showers Brothers Company, Bloomington, Indiana.

"Delivering Furniture by Common Carrier Trucks" By Delbert Lambert, Western Sales Manager, Creston Transfer Company, Grand Rapids, Michigan.

"Obligations of Shippers and Receivers" By R. F. Bohman.

## STEIN, HALL AWARDED N. Y. C. BUSINESS MERIT CERTIFICATE

Stein, Hall & Co., Inc. was awarded The City of New York Certificate of Business Merit by Mayor Vincent R. Impellitteri at a recent presentation ceremony at City Hall. Mr. Morris S. Rosenthal, President, accepted the Certificate on behalf of the Company.

The Certificate of Business Merit proclaimed, "Signal honor and recognition to Stein, Hall & Co., Inc. for eminent community service, for distinguished contribution to the economic welfare of the people of the City of New York, and for playing a vital role in the commercial development of the City of New York for the past 75 years."

## GAIR SHOWS PRIZE-WINNING BOXES AT ANNUAL STOCKHOLDERS MEETING

For its annual stockholders' meeting, Robert Gair Company, Inc., manufacturers of folding cartons, paperboard and shipping containers, set up a display of hundreds of its diversified prod-

ucts in two rooms at its New York general office.



Top photo shows the display of 8 containers which won awards at this year's Fibre Box Association competition for Robert Gair Co. Bottom photo shows cartons made by Gair between 40 and 70 years ago in a display case. Both photos were shown at the recent annual stockholders' meeting of Robert Gair Co.

Part of one room shows folding cartons, including in foreground 18 which won awards at this year's competition of The Folding Paper Box Association of America. Actual awards hang above. To rear of photo is display of boxboard division, illustrating the varied uses of its products.

A feature of the display was a cabinet containing cartons made by the Gair company 70 to 40 years ago, plus the original sales record book of its first business days.

In a room containing products of the corrugated container division were displayed the 8 containers which won awards at this year's first Fibre Box Association competition, as well as a variety of printed corrugated and solid fibre containers.

## WIREBOUNDS SET NEW RECORDS IN 1952 ANNUAL MEETING IS TOLD

For the third successive year, the wire-bound shipping container industry in 1952 set new records both in the number of containers manufactured and the dollar volume of sales, the Wirebound Box Manufacturers Association reported at its annual meeting held in Boca Raton, Fla.



JOSEPH A. SOWELL

A moderate decline from 1951 figures in the number and dollar volume of industrial wirebound shipping containers was more than offset by pronounced increases in sale of wirebound boxes and crates for shipping fresh fruits and vegetables. The decline in the industrial container field was attributed to the general business and industrial decline experienced in 1952.

Joseph A. Sowell of Brewton, Ala., was reelected president, A. L. Whiton of Chicago was reelected vice-president, and L. S. Beale of the association's Chicago headquarters was reelected secretary and treasurer.

Two new directors, Kenneth H. Leash of Portland, Ore., and Donald K. Gooding of Wausau, Wis., were elected. Directors reelected are S. J. Adkins, Gainsville, Fla.; J. C. Brill, Chicago; J. A. Cragwall, Des Plaines, Ill.; L. O. Crosby, Jr., Picayune, Miss.; G. H. Kubes, Cleveland; F. J. Martin, Jr., Toledo; J. R. Miller Jr., Brewton, Ala.; Shelley Schuster, New Orleans; D. R. Simmons, Bainbridge, Ga., and Whiton.

## CLARK EQUIPMENT CO. ANNOUNCES PURCHASE OF THE ROSS CARRIER CO.

Clark Equipment Company, a leading manufacturer of materials-handling industrial trucks and heavy automotive transmissions, has formally acquired all the capital stock of The Ross Carrier Company of Benton Harbor, Mich., George Spatta, Clark president, announced over the week-end. Michigan Power Shovel Company, a subsidiary of Ross



Carrier Company, is included in the transfer.

The Ross Carrier Company has 1,858 outstanding shares of common stock representing a net worth on a consolidated basis of \$5,600,000, or approximately \$3,000 a share. The shareholders of Ross Carrier received 69 shares of Clark Equipment Company common stock in exchange for each share of Ross Carrier.

Since 1930, The Ross Carrier Company and its subsidiary have built a substantial business in excavating and crane equipment for earth-moving and construction operations, and the company has new developments in this field. Ross Carrier Company originally pioneered in the development of and continues to manufacture straddle carriers used in handling lumber, pipe, steel and other industrial products.

#### QM PACKAGING PROGRAM REVIEW BY NAT. RESEARCH COUNCIL COMM.

Representatives of industry, the military and the National Research Council met at the Quartermaster Food and Container Institute for the Armed Forces in Chicago on April 28-29 to discuss progress of the Institute's container research program.

Attending the meeting were members of the National Research Council's Advisory Committee on Packing, Packaging, and Preservation; staff members of the Institute's container laboratories, and representatives of interested civilian industries. Purpose of the session was a study of current research and development contracts sponsored by the Institute and possible additional contracts for container research and development.

#### 80,000 Military Items

The Quartermaster Corps has responsibility for packaging and packing over 80,000 military items of supply, including rations of all types and non-food items ranging from shoelaces to engine assemblies and field kitchens. Extensive research and development is required to achieve the superior packaging necessary to meet the severe demands of the military supply system. Some of this is conducted at the QM Institute, but the bulk of the research work is performed by various outside organizations under contract to the Institute. The responsibility for advising on the adequacy of such "outside" contracts for research and development work in packaging belongs to the NRC Committee on Packaging. (The Committee also makes recommendations with respect to the coordination of the program among industry, university, and Government groups.)

#### April Meeting Reports

Container research and development work being performed at the container laboratories of the QM Institute was reported at the April meeting by Mr. Albert V. Grundy, Mr. Earl C. Myers, and Mr. Albert R. Tegge, Jr. This work includes investigations of low-temperature performance of various kinds of

(Continued on Page 24)

# Sterling Supreme

## gummed tape cuts

# Shipping Costs



less waste

better taping

less damage in transit

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Next time you need tape order Sterling Supreme from your paper merchant.

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The Gummed Products family... Sterling Supreme Gummed Tape, Trojan Imperial Gummed Tape, Locker Tape, Jet Tape, Card Tape, Vre-Bond (Bandling Tape), Gummed Printing Papers, Laminated Foil and Papers, Box Tapes and many other specialty Products.

## Package Engineer Activities

### MIT Will Present 1953 SIPMHE Short Course

The Mechanical Engineering Department of the Massachusetts Institute of Technology will present the 1953 Industrial Packaging and Materials Handling technical short course educational program next October in Boston.

The four-day short course will begin Monday, Oct. 19, while the exposition will open the following day in Mechanics' Hall close to downtown Boston.



Prof. C. Richard Soderberg (right), head of the Department of Mechanical Engineering at the Massachusetts Institute of Technology, discusses with Associate Prof. John E. Arnold early plans for the technical short course educational program that it will present and co-sponsor next October in Boston with the Society of Industrial Packaging and Materials Handling Engineers. Prof. Arnold has been appointed M.I.T. coordinator for the course.

Details and the program for the short course are already being arranged by Prof. C. R. Soderberg, head of the M.I.T. Department of Mechanical Engineering; Associate Prof. John E. Arnold, coordinator for M.I.T. with SIPMHE, and John W. Kraus of the Thompson Products Co., Cleveland, this year's SIPMHE chairman for the short course.

### Freight Terminal Buildings Should Be Designed For Conveyors Says Speaker

Design of freight terminal buildings should be adapted to the conveyor system and other handling equipment to be used, Jervis C. Webb, Detroit conveyor manufacturer, said in a talk at the Cleveland Engineering Society building.

"Maximum efficiency and effectiveness are impossible if the planning of the materials handling system must be adapted to a building which may not be suited to the most practical modern equipment," Mr. Webb said in speaking at the dinner meeting of the Cleveland

Chapter of the American Materials Handling Society. Mr. Webb is president and general manager of the Jervis B. Webb Company, and Treasurer of the Conveyor Equipment Manufacturers Association.

The continuous flow principle is as adaptable to terminals and warehouses as it is to mass production manufacturing, according to Mr. Webb. He outlined means of using overhead and tow conveyors as they might be built into a freight terminal.

"As freight volume increases, time and cost of handling increase disproportionately," he said. "It is on handling that the good cost accountant fixes his attention."

### Scientific Selection of MH Trucks Needed 3 M's Engineer Tells AMA

**S**ELECTION AND APPLICATION of material handling trucks is "very slipshod" in industry today, David C. Prosser, senior methods and standards engineer, Minnesota Mining and Manufacturing Company, St. Paul, Minn., told executives attending the American Management Association's national packaging conference at Navy Pier.

If the maximum potential of these machines is ever to be realized, he said, the tools of scientific management that apply to them must be discovered and provided. For example, by installing material handling trucks and palletization Minnesota Mining was able to reduce crews in its receiving warehouses from 145 men to 47 men, but investigation showed that better use of the equipment could save an additional \$100,000 a year.

To develop a measurement tool, company engineers broke the fork truck operation down into six basic elements. Each element was measured individually and under controlled conditions, and a time value based on the measurement was assigned to each. After determining what safety and productivity rules and regulations applied to a given operation, the engineers determined how the operation was to be performed and then described the operation in terms of the six basic elements.

This description, showing the sequence of the elements, was set down in a "standard work procedure." The time required to perform the operation was determined by adding the standard time values for the various work elements required, with allowance for rest and delay. Each model and type of truck used in material handling was measured in this way, and the resulting information was put into a form that was catalogued for easy reference.

This measurement tool has a number of applications, Mr. Prosser reported. It gives the manager of material handling operations a sound basis for controlling his costs. For example, measurement of material handling in a new warehouse indicated the trucks

(Continued on Page 27)

# NEW PRODUCTS & LITERATURE



## FINE FINISH PAPER

For the protection of fine finishes, Central States Paper and Bag Co., developed a specially treated sheet called Pro-Tex-Mor which is guaranteed not to scratch or damage coated surfaces.



Pro-Tex-Mor Paper contains a lubricant which reduces friction and prevents scratches. A performance bond backs the paper and guarantees it will perform as claimed. Many leading manufacturers of both wood and metal products use Pro-Tex-Mor as a wrapping sheet over the enameled or painted surface. Metal and wood furniture and radio-television cabinets are examples of products successfully packaged in Pro-Tex-Mor for shipment all over the country.

Where wax papers often leave a coating that is difficult to remove, Central States' Pro-Tex-Mor deposits a fine film on the surface which is easily removed. Simply rubbing with a cloth actually produces a beautiful high gloss finish.

## BROCHURE ON BAG SEALER

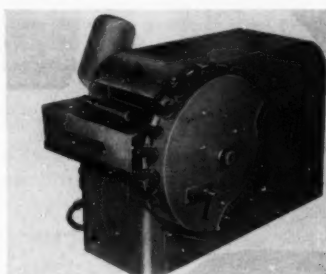
Kraft Bag Corporation, Gilman Paper subsidiary, has issued a brochure about their newest development in multi-wall shipping sack construction known as "Kraft-Lok" (trade-mark) . . . a valve-type gusseted bag for packaging free-flowing granular or pulverized materials that has been completely field-tested and time proven. "Kraft-Lok" bags speed up production and save dollars. The key to their economy and greater efficiency lies in the valve closing device which is an integral sleeve replacing standard inserts and sleeves and performing better on the filling machines while giving a cleaner filling with a tighter closure.

Originally intended for fertilizer, subsequent field-tests revealed that "Kraft-Lok" bags are also superior for feeds, many chemicals, and materials requiring sacks with large-size valves. "Kraft-Lok" has all the appearance of standard valve-type bags before and after filling.

## PUSH BUTTON ELECTRIC TAPE DISPENSER

A new, all electric, push button tape dispensing machine, the Electric Clip-A-Tape, is now being manufactured by the Ideal Stencil Machine Company.

The keyboard buttons can be set to give any length from 3" to 100". At the touch of a button, the exact length of tape desired is delivered instantly. Constant, steady tape speed . . . motor driven . . . assures even spread of moisture conditioning entire glue surface uniformly. Tape "welds" to carton, never too wet or too dry . . . just right for fast taping. A separate, thermostatically controlled heating unit keeps the water warmed to the most effective temperature for correct sealing. All tape widths from 1" to 4" can be used and the self sharpening, toolsteel blades require no special adjustments for cutting string-filled, reinforced tapes.



The Electric Clip-A-Tape will mean economy through exact tape measurement, speed and ease of operation. Moreover, since a quick touch of a button is all the "manual operation" necessary, two operators can use the machine at the same time.

The new machine, which is 12" high, 12" wide and 20 inches long, has been put through exhaustive "on the job" tests and has proven to be a trouble-free performer due to heavy duty construction and amazingly simple design.

Finish is of smooth, baked enamel and all parts ordinarily subject to rust and corrosion are of stainless steel.

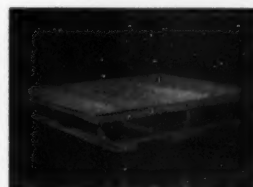
*Literature and prices of products mentioned can be obtained if you drop a post card to News Editor, SHIPPING MANAGEMENT, 425 Fourth Ave., New York 16, N. Y.*

*Companies having new product stories should send them to the same address.*

## STEEL & WOOD PALLET

A new type of steel and hardwood pallet, assembled entirely without fasteners and embodying novel features, has been introduced by the Econoweld Corporation.

The pallet, is claimed by the manufacturer to eliminate all costs of maintenance and replacement due to fastener failure.



The steel members of the new Econoweld product consist of three tubular steel skid runners welded to a deck-retaining frame of angle iron which armors the hardwood deck.

Hardwood boards are secured to the all-welded steel structure by two novel devices:

Deckboards are nested in the retaining frame and are clamped in position by an ingenious keyboard spring lock which the maker calls "Deckboard Lock." The manufacturer demonstrated that the steel-encased boards can be removed and replaced — either by hand or with small hand tools — in a matter of seconds.

Bottom boards are individually secured by heavy-gauge steel containers welded to the skid runners, called "Nest Grips," which entirely encase and protect board ends.

The Dayton company, which recently introduced the first tubular steel pallet, has applied for patents covering this newest materials handling aid.

## MAGNESIUM HAND TRUCK

A new magnesium hand truck, with a fully retractable third wheel, has been announced by Magline Inc. The addition of the third wheel, according to the manufacturer, makes carting and wheeling of the heaviest loads considerably easier. When the wheel is extended, the truck can be operated in a three-point position, preventing any load from bearing on the operator. Similarly, when the truck is stopped in this position, it can be re-started without the physical effort normally needed to overcome dead load-weight. For conventional use, the third wheel retracts snugly against the frame.

Like its companion Magliner hand



trucks, the new model is of all-magnesium construction, and combines extreme lightness and ease of handling with rated structural strength and heavy-duty



performance. The nose unit extends beyond the wheels on either side, preventing flexible loads from binding against the wheels. All parts are mechanically joined and all parts are replaceable when worn. No weld maintenance is ever required.

#### AIR-OPERATED TAPE DISPENSER

A new air-automatic pressure sensitive tape dispenser is being introduced by Derby Sealers, Inc., under the name "Grip-A-Tab." The air-operation principle is said by the company to increase taping output on production lines and to require less effort. An operator can grasp the tape without removing her eyes from the line because the tape is delivered in precisely the same spot every time. Foot-lever operation reduces dispensing time and predetermined lengths eliminate tape waste. The air valve can be regulated to control dispensing power for the varying requirements of different tapes. Increased air

pressure shoots out the toughest-pulling tapes with ease, the company says.

Available in two models, "Grip-A-Tab" can be connected to any standard air line. Model AF-92 is for dispensing cellophane, acetate fibre, plastic, paper and electrical-grade tapes up to 5½" outside roll diameter and any width from ¼ to 1 in. or multiple rolls. Screw adjustments can be made for any length between ½ and 5¾ in. The second model, AF-85, (illustrated) dispenses the same materials as the first plus fila-



ment, cloth and heavy paper up to 6½ in. outside roll diameter. It can be loaded with tapes of any width from ¼ to 2 in. or multiple rolls and screw adjustments can be made for any length between 1½ to 9 in. With both models, multiple strokes provide longer lengths.

Custom-built models up to 4 in. width capacity have also been placed in operation at a number of industrial plants. All models in the Grip-A-Tab line may be equipped with the Derby Universal Slitter to slit the tape in any width as it is dispensed.

## News

(Continued from Page 21)

containers, selective reinforcement of fiberboard containers, containers for outdoor storage and the development of instrumentation for shock measurements in containers. Dr. Donald K. Tressler, scientific director of the Institute, discussed plans for a proposed symposium on "Low-Temperature Test Methods and Standards for Containers." The Committee recommended that this symposium, which is scheduled for late 1953, be sponsored by the NRC.

The Committee approved all current container work and recommended that contracts initiated for the analysis of container performance under field conditions and for the development of a specialized shock recorder for use in the field evaluation of handling and transportation hazards be given top priority.

#### PROMPT ACCIDENT INVESTIGATION CAN CUT CLAIMS ATA GROUP TOLD

A prompt and thorough investigation of accidents can materially reduce the cost of claims and will often discourage a potential claimant from asserting a groundless or exaggerated claim.

This rule was laid down today by S. M. Brasfield, Director of Safety and Engineering, Transport Insurance Co., of Dallas, who addressed the insurance panel of a conference held by the Council of Safety Supervisors of the American Trucking Associations, Inc.

The cost of claims could be materially reduced for motor carriers, Mr. Brasfield said, if they would report accidents promptly and accurately so that such investigations could be made. He also urged that accident cases not be discussed after the initial report until those involved are called upon to do so by the company's attorney or an investigator for the insurance company.

#### WORKING DAZE



NATIONAL SAFETY COUNCIL

## Packing A Punch

(Continued from Page 11)

took place in the Second World War. In the first worldwide conflict, 1914-18, some 80 per cent of military shipments were crated in lumber; but in the second such conflict the proportion was reversed and 80 per cent of shipments went forward in paperboard.

Seemingly impossible requirements were successfully met. The industry even developed a type of paperboard container able to hold its contents together through 36 hours of pounding in ocean surf, greatly speeding landing operations at beachheads. It is estimated that in 18 months of World War II this industry developed its technology as much as it had in the preceding 20 years.

There are mills in the industry which produce only paperboard. There are plants which manufacture only folding and set-up boxes or shipping containers, receiving their paperboard from outside. And there are others which perform both operations, making their own paperboard and transforming it themselves into the final product.

## "RED" sez:

There is no better closure method than gummed tape. There is no better gummed tape than REDCORE.





## Listen, Mr. Traffic Manager

(Continued from Page 16)

damage claims but should make a conscientious effort to prevent these for the reasons which we have listed above.

Our feeling on the subject is two fold:

### Carriers Should Visit Shippers

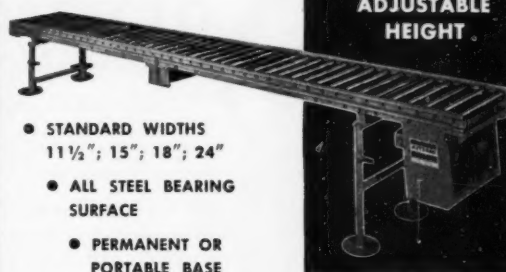
1. We feel that carriers should make a concentrated drive not by words alone, but by official visits to the various shippers to help the shippers develop a packaging technique which would be impervious to the various methods of handling and would arrive safely. Mere advertisements proclaiming better packaging week or claim prevention month or any of the other titles which have been assigned to these campaigns are not enough. It would be far better if the carriers organized a committee which would achieve contact shippers in regard to their packaging requirements. Our feeling is that the shippers would welcome such a service inasmuch as it would save money in the long run. In so far as we have seen in our years of experience in transportation, there are too many committees set up to establish rules and procedures for Better Shipping, but they are confined to their desks and offer no help whatsoever to the carriers. Along the same lines we feel the carriers are extremely negligent in accepting shipments for transportation. We believe that very few truck drivers, if any, have ever been taught the consolidated classification rules of packaging and are instructed to enforce them when they pick up a shipment. We have seen shipments which can hardly be lifted into a truck without falling apart accepted by the truck driver. His concern is only to pick up the freight as fast as possible, load it into his truck and get away. Were these drivers instructed to police the rules of packaging and to actually take an interest in upholding these rules, we feel that the loss and damage figure would drop rapidly. We feel that the burden of policing these shipments should rest with the carrier and that in this respect they have been completely negligent. In some respects we can see why a carrier might be unwilling to refuse a shipment because of poor packaging because of the relationship between the shipper and the carrier and the bad feelings which result. On the other hand we feel that any account which is worth having would be of a high enough calibre to respect the judgment of the carrier and be willing to sit down and talk the situation over with him. To accomplish such a thing a booklet should be prepared giving actual facts on the amount of loss and damage during a year with a cost breakdown showing the shipper how much money he actually loses when his shipment is damaged or lost. The booklet should very politely but concisely state that the carrier's driver will inspect shipment at time that it is made

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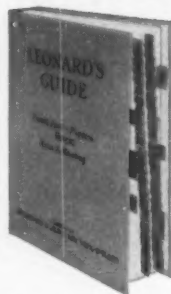
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and if necessary will decline the shipment if he feels that it is improperly packaged. The driver should be thoroughly schooled in all types of packaging as well as courtesy so as to avoid any unnecessary arguments with the shipper.

The United States Post-Office department does at times check with shippers in regard to packaging in an effort to cut down on losses of material shipped by parcel post. We feel that the same system should be adopted by all other carriers, and that a real campaign should be made along these lines.

### Demonstrations Should Be Made

2. The second factor is that shippers should be given material which shows them a saving effected by proper packaging. We have just recently had a case in our shipping department where we were packaging material improperly. When brought to our attention we immediately started to investigate better methods of packaging this material. The end result was that by improving on the packages we actually affected a saving in material used as well as hours required to pack the same shipment. Here is a case which could be typical of many other concerns. We have found that the proper way is the cheapest and the easiest.

We would like to see a concentrated effort on the part of the carriers in cooperation with the shippers to set up a list of rules and regulations which the carriers would enforce and which the shippers would be obligated to follow. We would also like to see a special packaging division set up both by the motor and rail carriers which would act as consultants to the shippers and would be aggressive enough to contact and discuss the problems with the shippers without being called in.

We feel that if the suggestions we have listed above were followed they could much more effectively combat loss and damage articles than the literature which is now being put out and which apparently has no effect on the matter.

### Truck Loading Time Slashed

*(Continued from Page 14)*

remainder given over to shipping, storage and office facilities.

Drop-bottom boxes, 30x30x24", are now used for all sizes of stampings. They sit in steel frames alongside the presses and are used for both feeding and receiving materials. Weight of the boxes empty is 231 pounds—when filled with stampings, loads may be as great as 2,000 pounds. According to Anthony J. D'Vileskis, factory manager, the combination of drop-bottom boxes and stackers has eliminated the need for hand trucks and toggle-grabs and hoist formerly used in barrel handling. Time and motion saved in handling of

materials is considerable, he stated, adding that the new system relieves three men for more productive work elsewhere in the plant.

D'Vileskis pointed out that Columbia's production workers and material handlers have been particularly responsive to the changeover. The change, he said, has increased orderliness in the plant, and this in turn has improved the relationship between employees and management.

In Columbia's storage area, the boxes are tiered four high. Using Transtackers, materials go from the manufacturing sections to either storage or the "washing machine," where they are processed for shipment.

After the stampings are washed and given a light protective coating of oil, they are fed in most cases directly into expendable pallet boxes for shipping.

These boxes are then conveyed to Columbia's shipping dock by power truck. Here the boxes are loaded directly into waiting trucks.

Seventy-five per cent of Columbia's shipping is done in expendable pallet boxes. However, D'Vileskis reports plans call for 100 per cent palletization for shipping purposes in the near future.

"Because use of pallet boxes and the power trucks has cut our truck loading time from an average of two and one-half hours to 20 minutes per truck, we are naturally anxious to complete as soon as possible our palletization program," D'Vileskis pointed out.

—Automatic Transportation Company

## Scientific Selection of MH Trucks

(Continued from Page 22)

in the area were being utilized only 45 per cent of the time. By increasing utilization from 45 per cent to 90 per cent, \$30,000 a year could be saved.

"I do not point out this example because I think it is unusual," Mr. Prosser declared. "I point it out because I think it is typical of the warehousing and material handling truck operations as they exist today in industry."

## "Juke Box" Pack

(Continued from Page 15)

and to store its approximately 600-pound model automatic phonograph, or "juke box," two-high by using a special corrugated power pack.

Origin of the name, "juke box," appears lost in the folk lore of musical antiquity. One source claims the name is a derivative of the Elizabethan word, "jouk", meaning to dodge, to move quickly as in a dance. Another points out that the tinkle-tinkle novelties of Swiss make were produced by the firm of Julius Juke & Sohne.

This is the first time that an automatic phonograph has ever been shipped in a corrugated container. This

(Continued from Page 29)

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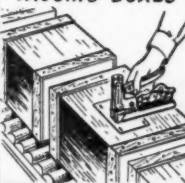
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## **TM Text Reviewed**

(Continued from Page 16)

transportation soberly, its possibilities and limitations for specific needs. The many-angled view of the field shows the whole elephant, not just the trunk or side or leg or tail, or rail or ship or truck or air. The answer to the question, "What is the best way of shipping this product?" is a function of speed, cost, flexibility, safety record of the carrier, response to claims, etc.

Of less usefulness to the man "on the job" than to the student are the reproductions of sample forms and documents, but of value to everyone are the typical tables of organization of traffic departments of various sizes and functions, the listing of the rules of the Uniform Freight Classification effective May 30, 1952, and the regulations of the ICC and the reasoning behind them. The man who must set up a traffic department in his firm, or take traffic responsibilities himself, will find here a useful and authentic guide.

Many readers will find fault with the author's failure to rely on case histories to bring the book alive. The abstract, rather theoretical approach is emphasized by the text-bookish style and tendency to fall into legal terminology. In their increasingly readable handbooks and manuals the Armed Forces have shown that technical writing need not be roundabout and dull.

A step toward the specific problem that the traffic man can sharpen his teeth on is the inclusion of questions at the end of each chapter, including some actual problems taken from examinations of the A. S. T. T. Incidentally, usually the answers to these problems are not given, nor is the reasoning behind the answers.

By Editorial and Research Services

## **Fibre Box Competition**

(Continued from Page 17)

Box Association includes 159 box manufacturers with plants throughout the United States.

During 1952 almost six million tons of corrugated and solid fibre boxes were produced in the United States, their shipments representing a dollar volume of \$1,200,000,000. Over 50% of the paperboard produced in this country last year was used in the manufacture of corrugated and solid fibre boxes.

The end uses to which fibreboard boxes are put encompass all of America's industry. 32.6% of all fibreboard boxes are used in the food industry; 10% for metal and metal products; 8.6% for furniture and household goods; 7.5% for paper and paper products; 6% for chemicals, drugs, and soap; 5.8% for clothing, apparel, and textiles, 4.3% for beverages; 4.2% for electrical goods; 4% for building materials; and 17% is used in miscellaneous industries.

All entries submitted to this competition were on display at the Spring Meeting of the Fibre Box Association at the Edgewater Beach Hotel.



## "Juke Box" Pack

(Continued from Page 27)

packaging is cheaper than the wooden shipping case or cleated plywood container it replaces, and results in additional savings: The phonograph is more easily packed in the container, reducing labor time. The entire pack weighs less than when shipped in wood, which reduces shipping costs. And there is a great reduction in expensive storage space for packaging materials.

The power pack is composed of a palletized telescope deck on which the phonograph is deposited by means of a hydraulic lift. Seven different kinds of die cut and scored interior packing, hold the machine firmly in place and protect the glass and plastic trim, selector switches and the die cast grille on the front of the unit. Interior packing is so strong that it is possible for a second machine to be safely placed on top of a completely packaged unit. The Rudolph Wurlitzer Company states it has shipped this power package all over this country without breakage to the machine or to the mechanical components enclosed in each.

## All Furniture For Hotel Flown To South America In Plane Lift

"Operation Hotel," which will supply wings for 1,804 pieces of furniture on a 2,805-mile flight from Westerly, R. I. to Bogota, Columbia, began with the first of twelve air cargo flights which took off with 12,000 pounds of walnut furniture for the Hotel Tequendama, Bogota.

In all 150,000 pounds of ultra-modern furniture, worth \$130,000, will be shipped from the Orsenigo Co. of Westerly, the manufacturers, to the new \$8,750,000 hostelry to be opened in the spring. Most of the furnishings for the hotel's 400 luxury guest rooms will be flown to Bogota in DC-4 freight planes.

This is the first time air cargo has been used to transport furniture in such large quantities between North and South America.

Earlier shipments of heavy building materials by I. H. C. from the United States to Columbia took from 300 to 100 days by rail, truck, ship and river steamer to the hotel site 8,600 feet high in the mountains of Columbia. Today's shipment will take 19 hours from Groton, Conn., the nearest available airport to Westerly, to Bogota.

—Courtesy Pan American World Airways

## Coming Up

By 1960, U. S. air carriers should be handling some 41,250,000 passengers — 82 per cent more than they carried in 1951. That's the prediction of the Air Transport Association, which also estimates that domestic airlines will fly some 370,500,000 cargo ton miles and nearly 100,000 mail ton miles in that year.



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## CLASSIFIED ADVERTISING

Under this heading classified advertisements are accepted at the uniform rate of 25 cents a word, but no advertisement taken for less than 20 words with a minimum charge of \$5.00. Address all communications to Classified Department, SHIPPING MANAGEMENT, 425 Fourth Avenue, New York 16, N. Y.

### FOR SALE

**SURPLUS EQUIPMENT FOR sale**—Economy Style 33L Hand Baler; Standard Knapp Model FA Flat Top Can Packer, with AC motor; Standard Knapp Model 830 4-lane Bottle Packer; 325' of 15" wide gravity case conveyor; all available for immediate delivery at a very attractive price. Write for details. Box 449, SHIPPING MANAGEMENT, 425 Fourth Avenue, New York 16, N. Y.

**FOR SALE:** ONE model Ax Krane Kar, capacity 10,000 lbs. 15 to 22 Ft. boom, good condition, reasonable. Worcester Wire Works, 70 James Street, Worcester, Massachusetts.

### MISCELLANEOUS

**DEALERS and SALES REPRESENTATIVES WANTED for ELECTRIC TAPE DISPENSER**—quality GUMMED PRODUCTS (backed by consumer advertising campaign)—for BROOKLYN, QUEENS, LONG ISLAND, CONNECTICUT. Correspondence invited — Box 447, SHIPPING MANAGEMENT, 425 4th Ave., New York 16, N. Y.

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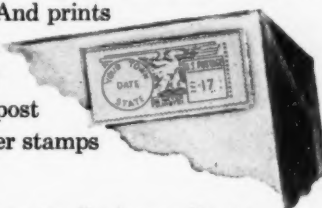
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## "Am I a man...or a stamp sticker?"

*I says to myself...* With meathooks meant for wrasslin' crates, why am I doing fussy, finicking jobs such as tearing apart l'il postage stamps, and sticking same? Which takes a heck of a lot of time! And watch-dogging the stamp drawer, so unsocial guys won't tap it? I felt frustrated, kind of.

- *So I says to the boss...* "Why don't we get a postage meter in this joint?" He let me down—no argument. "Good idea!" he says, "Why not?"
- A postage meter is a good idea for any shipping department. It *prints* the exact postage needed in *one stamp*, on special tape. And prints a dated postmark which is proof of your shipping date. Speeds up parcel post mailing! The same meter stamps and seals letters, too!
- Best of all, the postage meter displaces adhesive stamps, stamp sticking and stamp drawers. Postage in the meter is fully protected from loss, theft, damage. And automatically accounted for on visible registers.
- Also saves trips to the postoffice—the meter can be set for as much postage as you want to buy.
- Why go without a postage meter any longer? Ask any PB office for a demonstration—or send the coupon!



**PITNEY-BOWES**

## Postage Meter

PITNEY-BOWES, 1009 Pacific St., Stamford, Conn.

*Originators of metered mail. Leading makers of mailing machines.  
Branches in 93 cities in the United States and Canada.*

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*Please send the illustrated booklet to:*

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if your  
cartons  
come  
to  
your  
customers  
like  
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**"HELP WANTED"**

Investigation shows that typical shippers usually:

- Fail to reactivate all the glue on their sealing tape;
- Fail to take advantage of special purpose tapes;
- Fail to tape correctly for maximum strength;
- Fail to conserve labor in handling tapes; and
- Fail to comply with Rules 41 and 38 in sealing cartons correctly.

you need  
a *Counterboy* man!



N. Campanaro, a typical Counterboy man, has 26 years' experience solving all sorts of packing and sealing problems. His service to national shippers started in 1927 in the Philadelphia area. In 1930 eastern Pennsylvania was included. In 1939, he handled the Cleveland area and, since 1941, bustling New England with headquarters in Boston.

There are 30 Better Packages' field experts, men with a total of over 350 years of accumulative service to shippers in the United States and Canada. These men can help you. Their "know-how" of shipping room procedure, materials and operations is at your service — with no obligation to you. Call on them!

Write for Free Technical Bulletins:

**BETTER PACKAGES, INC.**

Plant No. 2, 252 Canal Street, Shelton, Conn.

- ☐ #3 Tape Moistening Requirements for Various Carton Surfaces
- ☐ #5 Gummed Tape Glues and Adhesives
- ☐ #6 Sealing Carton Corners
- ☐ #7 Superiority of Gummed Tape Closure
- ☐ #9 Tape Applications—Building Strength from Weakness
- ☐ #11 Carton Sealing—The Easy Way
- ☐ #12 Parcel Post Wrap
- ☐ Have a Counterboy Man Call on Me!

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